

May 8, 1917.

Mr. S.C. Littlefield.,

Jacksonville, Florida.

Dear Sir:

Yours of the 7th. inst, in which you ask what I am willing to do relative to sale of one-fourth interest in the A.V. Hopkins tract, to your clients and that this client comes to you through two other agents, and that you think his people would consider a one-fourth interest at a price of \$125,000.00; me protecting you for a \$25,000.00 commission on this sale. I beg to advise that 10% com commission on such a sale would be \$12,500.00. As Mr. Cook can talk this matter over in person with you much better than by writing, I would suggest you going into detail with him.

I will not make any agreement to remain open and all offers of or for equity in the property are subject to cancellation by wire.

You also say that you have an inquiry for 100,000,000 feet of cypress timber, and you ask me to name you a price on Township 54 S. Ranges 31 and 32 E. These two townships are included in my plan of development. Our timber cruise and estimate exceeds amount of feet named by you, in fact I really believe the timber on these two townships alone, to say nothing of the value of the land which is worth as much as I have paid for the other tract, and should I sell the two townships named it would hamper me materially in the plan of development which I have outlined, which you can readily see by referring to my plats which Mr. Cook will submit to you.

I have never considered the matter of selling the cypress timber at so much per thousand, ~~But~~ the reason that I have several of the largest cypress concerns in the country figuring with me to cooperate in the milling and marketing of the cypress on joint account.

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If you purchasers simply wish to buy cypress timber on the tract and offer was satisfactory to me

and your purchasers would immediately deposit and advance payment of \$50,000.00 on the purchase price, there would be no trouble in him arranging with me an almost indefinite time for the removal of the timber-- three years, five years, ten years, as the purchasers would elect.

You also ask me to include a 5% commission in case of a sale of the cyprees. This is agreeable to me, in fact I would gladly allow you a ten percent commission for the sale of the cypress timber, at its fair price, conditioned, however, on not less than \$50,000.00 being paid immediately on the purchase price.

Very respectfully,

JPJ/HH